

PUBLIC EXPOSE LIVE 2022

PT Selamat Sempurna Tbk (SMSM)

○ Wednesday, 14th September 2022 | 02.00 - 03.00 p.m



PT SELAMAT SEMPURNA Tbk.
MEMBER OF ADR GROUP

Fact Sheet about PT Selamat Sempurna Tbk

- ❑ PT Selamat Sempurna Tbk is the flagship of ADR Group (Automotive Division)
- ❑ The largest filter manufacturer in the region
- ❑ The most comprehensive range of products
- ❑ Serve more filtration and radiator products than any other auto component company
- ❑ Exported to more than **120** countries worldwide
- ❑ Trademark Registration in more than **100** countries worldwide
- ❑ Over 90% of our revenue is recurring aftermarket revenue
- ❑ Strong Balance Sheet and Cash Flow

Composition of Shareholders

Shareholders	Number of Shares Issued and Fully Paid	%	Amount (IDR)
PT Adrindo Intiperkasa	2,910,392,136	50.54%	72,759,803,400
Others (each with ownership interest below 5%)	2,843,511,104	49.38%	71,087,777,600
Treasury Shares	4,772,200	0.08%	119,305,000
Total	5,758,675,440	100.00%	143,966,886,000

Share Ownership August 31, 2022	Number of Investors	%	Number of Shares	%
Foreign Institutions	108	1.93%	1,369,307,017	23.78%
Local Institutions	63	1.13%	3,397,385,411	59.00%
Foreign Individuals	15	0.27%	4,469,060	0.08%
Local Individuals	5,397	96.67%	987,513,952	17.15%
Total	5,583	100.00%	5,758,675,440	100.00%

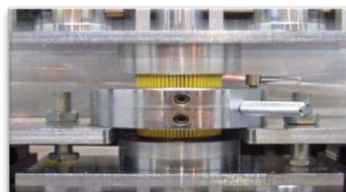
Production Plant - Indonesia



Kapuk Plant (Radiator Facilities)



Tangerang Plant (Filter Other Products & Subsidiaries)



- **Filters: 96 millions pieces per year**

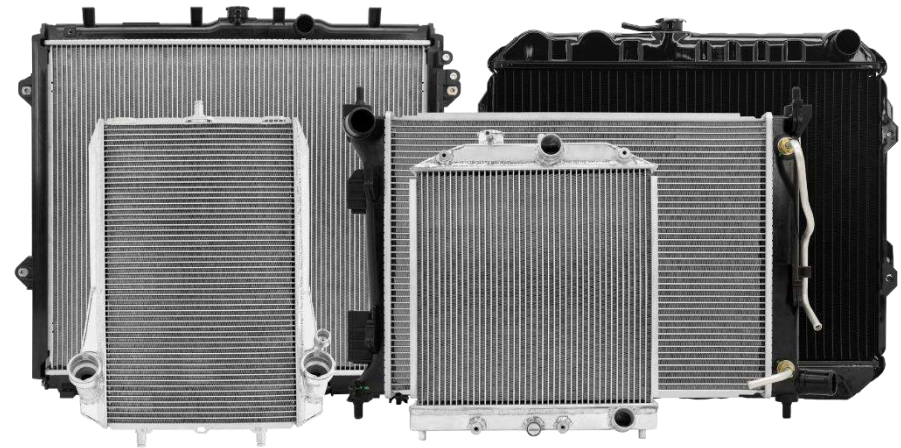
- **Radiators: 1.95 millions pieces per year**



GLOBAL BRAND

“Trademark registration in more than **120** countries worldwide”

Main Products



Other Products



DUMP HOIST



COOLANT



BRAKE PARTS



GLOBAL RANGE & TYPE

“More than **8,000** part numbers for automotive and heavy duty applications”



One Stop Shop for Thermal System & Filtration

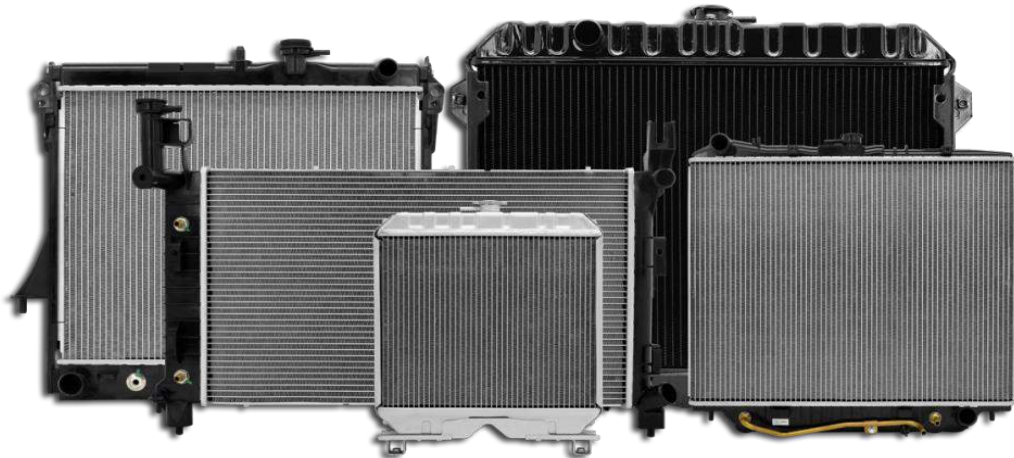
- More than 8,000 part numbers available, radiators and filters.
- Automotive, Heavy Equipment, Marines, and Industrial sectors for Japanese, European, and American applications.
- \pm 500 Filters & Radiators new part numbers every year.



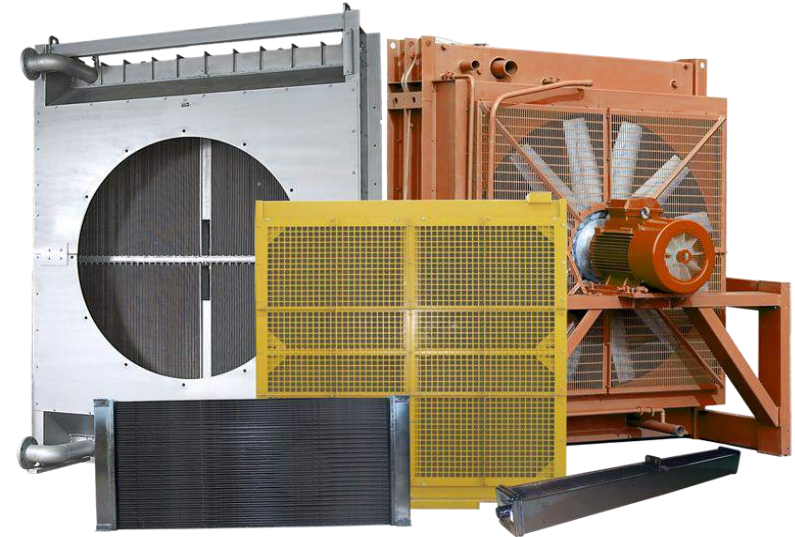
Thermal System Product Range



- Automotive Radiators
(Copper Brass, Aluminum Plastic, All Aluminum)



- Heavy Equipment & Industrial Radiators



- Condenser
- Intercooler
- Evaporator



Filtration Product Range

- Automotive Filters
(Air, Oil, Fuel, Cabin, Transmission)
- Heavy Equipment & Industrial Filters
(Air, Oil, Fuel, Cabin, Hydraulic, Transmission, Coolant, Separator, HEPA, EDM, Dust Collector)
- Clean Room Filters, HVAC Filters, & Home Appliances.
(HEPA Filters, Air Purifier Filter, etc)





AIR FILTERS



OIL FILTERS



FUEL FILTERS



CABIN AIR FILTERS



TRANSMISSION FILTERS



COOLANT FILTERS



HYDRAULIC FILTERS



AIR/OIL SEPARATOR



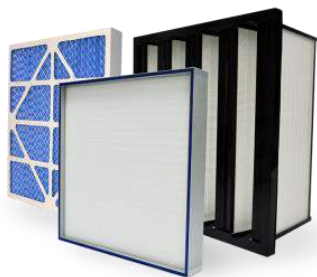
FUEL FILTER/WATER SEPARATOR



EDM FILTERS



AIR PURIFIER FILTERS



HVAC FILTERS



BATTERY COOLING AIR FILTERS

Know Our Market – Main Heavy Equip. Range & Sub-Range

Range:

Construction



Mining



Agriculture



Forestry



Other Industry



Sub-Range (Equipment Type):

Construction



Excavator/
Shovel



Wheel
Loader



Crane



Asphalt
Finisher



Dozer



Compaction



Mini
Excavator



Skid Steer



Excavator/
Shovel



Dump Truck



Articulated
Dump Truck



Wheel Loader



Dozer



Dragline



Grader



Backhoe Loader



Drill



Tractor



Combine
Harvester



Skidder



Harvester



Buncher



Forklift



Telescopic

Other Products



DUMP HOIST

- Dump Trucks, Hoists, and Special Purpose Vehicles



Other Products

- Fuel Tank



- Exhaust System & Muffler



- Brake & Fuel Pipe



Other Products



SAKURA
AIR PURIFIER



SAP - 524



SAP - 743



SAP - 796

HVAC / HEPA Filtrations



Automotive

- Cabin Air Filters
- Selling to store and online



Building Air Ventilation Installation

- Supply HVAC Filters in Building, Factory, and Airports



Air Cleaner System Manufacturer & Home Appliances

- Supply OE Air Filter in AHU
- Supply OE Air Filter in Air Purifier Unit
- Air Purifier Filters



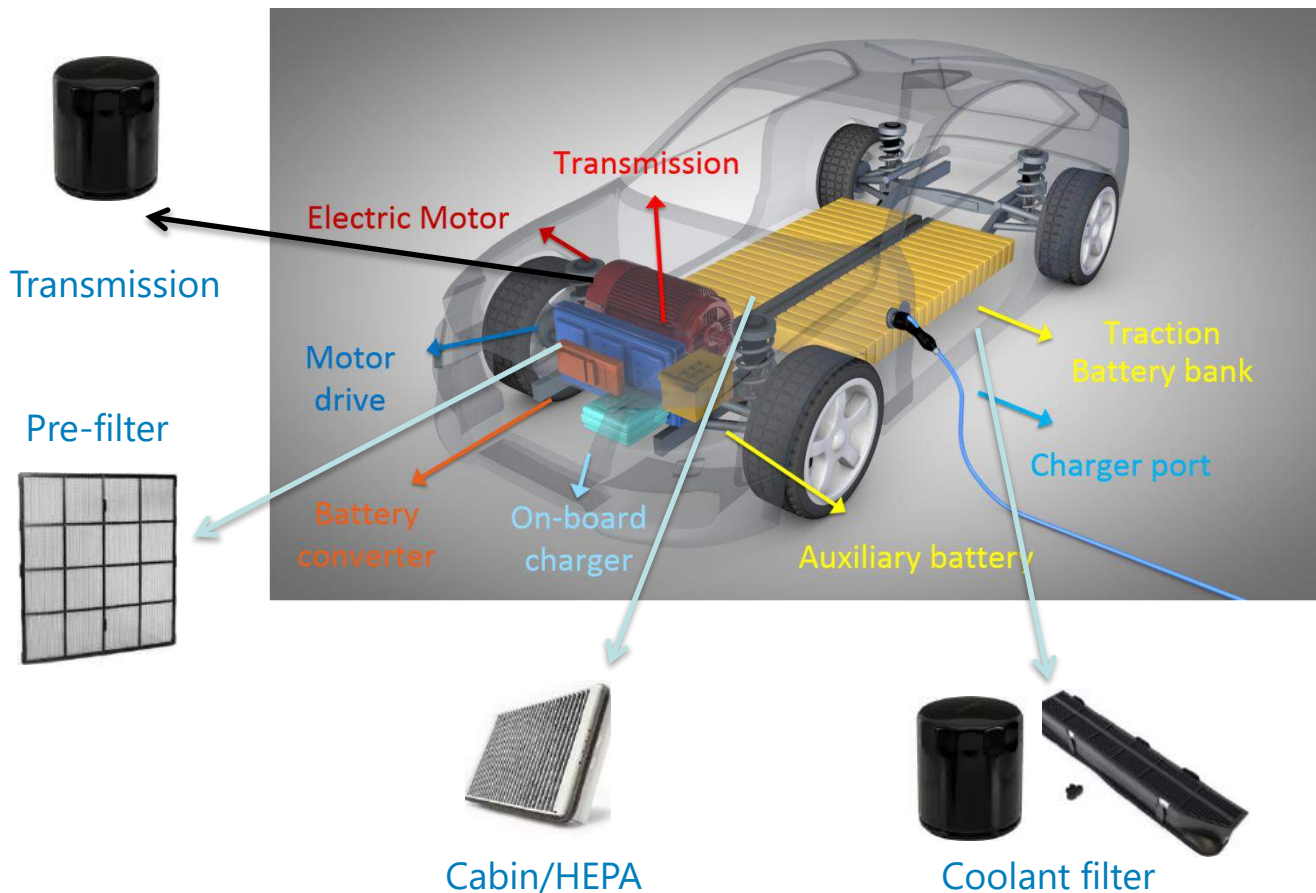
Filters Industrial

- EDM Filters
- Air/Oil Separators
- Gas Turbine Filters

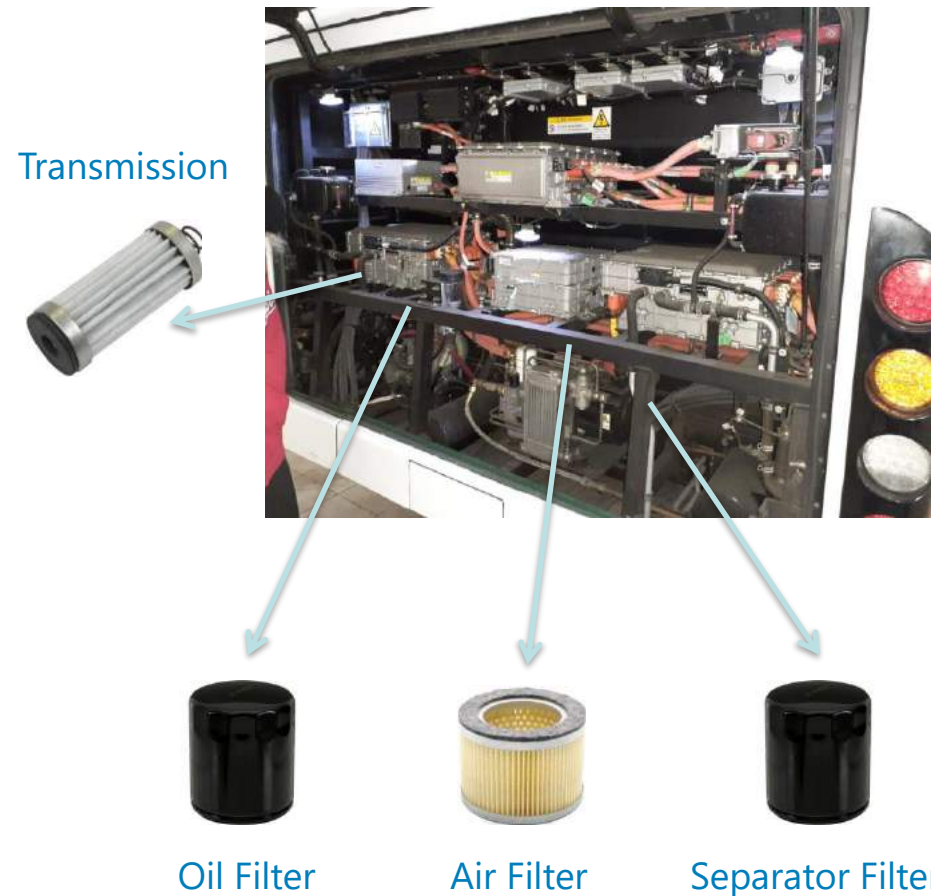


Filters for electric vehicle (EV)

Battery Electric Vehicle (BEV)



Electric buses

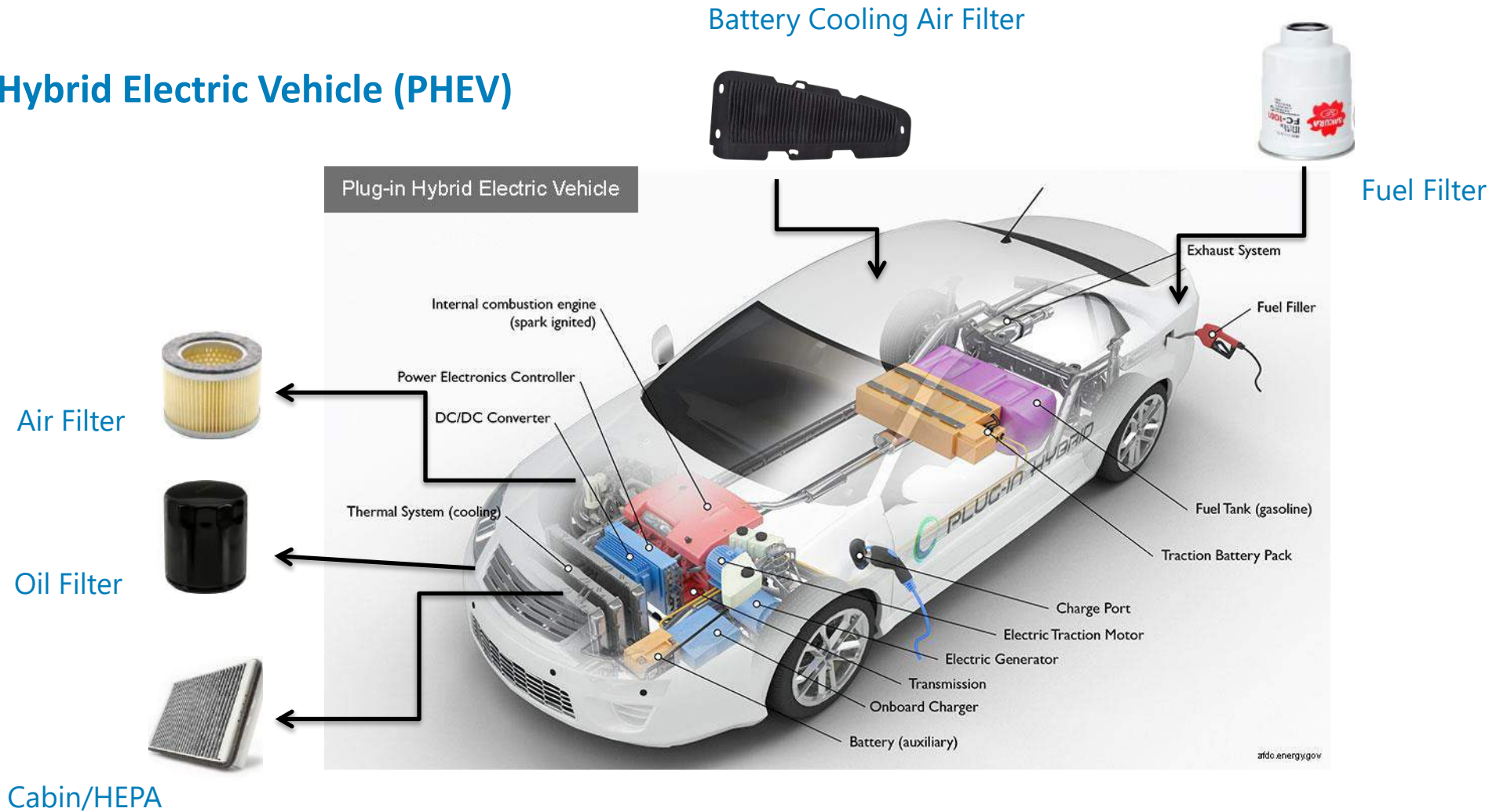


Note : The Pictures are just for illustrative purposes.
The type of filter used can be different for each brand and model of electric vehicle (EV).



Filters for electric vehicle (EV)

Plug-in Hybrid Electric Vehicle (PHEV)



Note : The Pictures are just for illustrative purposes.

The type of filter used can be different for each brand and model of electric vehicle (EV).





Some Models of Electric Vehicles (EV) and Its Filters

HYBRID / EV FILTER REPLACEMENT SAKURA

AUDI e-tron
09/'19 -

Cabin **CA-31120**



BMW i3s (I01) IB1P25B, W20K06A
11/'17 -

Cabin **CA-30890-S**
Transmission **C-30050**



BMW i8 (I112, I115) B38K15 (170 kW)
03/'18 -

Oil **EO-30270**



BAOJUN E-SERIES

Cabin **CA-65390EV**



BMW X5 30d X Mild-Hybrid (G06, F96) B57D30B, JA1
08/'20 -

Cabin **CAC-30120-S**
Oil **EO-30300**



BMW X6 30d X Mild-Hybrid (G06, F96) B57D30B, JA1
08/'20 -

Cabin **CAC-30120-S**
Oil **EO-30300**



BYD D9

Cabin **CA-40030EV-S**



HYBRID / EV FILTER REPLACEMENT SAKURA

BYD E6
'09

Cabin **CA-40010EV**



BYD K9 (BUS)

Cabin **CAP-40020EV**
Air Compressor **A-40010**
Oil For Compressor **C-40010**



CHEVROLET Bolt
2017 -

Cabin **CA-65350**



CHEVROLET Volt
1.4L A14XFL 10/'11 -

Cabin **CA-65210**
Oil **C-1552**



CITROEN C-Zero
12/'10 -

Cabin **CAC-10130**



FORD Focus
2018

Cabin **CA-19960**



HONDA FIT-E
2015

Cabin **CA-16130**



HYBRID / EV FILTER REPLACEMENT SAKURA

HONDA Insight 1.3 Hybrid KA CVT, KL CVT
04/'09 -

Air **A-16930**
Oil **C-1002**



HYUNDAI Ioniq
09/'19 -

Cabin **CA-28151**



HYUNDAI Kona
04/'18 -

Cabin **CA-28380**



HYUNDAI Kona (RHD)
04/'18 -

Cabin **CAC-39020**



JAGUAR I-Pace
'19

Cabin **CAC-1114**



KIA e-Niro
08/'18 -

Cabin **CA-28150**



KIA Soul
08/'18 -

Cabin **CA-28380**



HYBRID / EV FILTER REPLACEMENT SAKURA

MERCEDES-BENZ EQC (N293)
EQC 400 4-matic (293.890)

Cabin **CAC-53870**



MERCEDES-BENZ S400 Hybrid (W222.057/157)
M 276.960 06/'13 -

Air **A-26400**
Cabin **CAC-26170-S**
Oil **EO-26430**



MERCEDES-BENZ B-Class B 250 e W246, W242 (242.890) '15

Cabin **CAC-53830**



MITSUBISHI i-MiEV
12/'09 -

Cabin **CAC-10130**



MITSUBISHI Outlander
2.4L 4B12 '18

Air **A-58380**
Cabin **CA-18120**
Oil **C-1011**



NISSAN Leaf
(ZE1/ZE1E) EM57 11/'17 -

Cabin **CA-18270**



NISSAN Kicks e-Power
1.2 Hybrid HR12 '20

Air **A-61670**
Cabin **CA-18490**
Oil **C-1823**



1 May not be a direct cross - Please refer to your engine manual book. All images not are for illustrative purpose only and may differ from the actual.





Some Models of Electric Vehicles (EV) and Its Filters

HYBRID / EV
FILTER REPLACEMENT



PEUGEOT
e2008 ZKX
09/'19 -

Cabin **CA-21080-S**



PEUGEOT
iOn
12/'10 -

Cabin **CAC-10130**



RENAULT
Kangoo ZE 5AM400
10/'11 -

Cabin **CA-18361**



RENAULT
Zoe 5AQ
12 -

Cabin **CA-18361**



TESLA
Model 3
'15 -

Cabin **CAPV-34020EV-S**



TESLA
Model X
'15 -

Cabin **CAC-34010EV /
CAP-34010EV**



TESLA
Model S
'15 -

Cabin **CAPC-34030EV-S
CAPV-34030EV-S**



HYBRID / EV
FILTER REPLACEMENT



TESLA
Model Y
'15 -

Cabin **CAPV-34020EV-S**



TOYOTA
RALINK
1.8L

Battery **BHF-11050**



TOYOTA
RAV 4
2.5L L4

Battery **BHF-11060**



TOYOTA
Camry
2.5L A25A-FXS '17 -

Air **A-33430** Cabin **CA-11380**
Battery **BHF-11010** Oil **C-47030**



TOYOTA
C-HR
'16 -

Air **A-33750**
Battery **BHF-11020**
Oil **CA-1109**



TOYOTA
Comfort
NTP10R-AHXDN '17-

Air **A-33430** Cabin **CA-11380**
Battery **BHF-11040** Oil **C-1109**



TOYOTA
Corolla Cross
1.8L 4cyl 16V DOHC VVT-i '20

Air **A-3370** Cabin **CA-11380**
Battery **BHF-11030** Oil **C-1109**



HYBRID / EV
FILTER REPLACEMENT



TOYOTA
Prius
1.8L 2ZR-FXE '12 - '16

Air **A-33880**
Cabin **CA-1114**
Oil **EO-11050**



TOYOTA
Prius
1.8L 2ZR-FXE '17-

Air **A-33750** Cabin **CA-11380**
Battery **BHF-11020** Oil **C-1109**



SEAT
Mii 3EBMA
06/'19 -

Cabin **CA-31100**



SKODA
Citigo e iV EBMA
10/'19 -

Cabin **CA-231100**



VOLKSWAGEN
e-up (BL14E1) EABA
07/'13 -

Cabin **CA-31100**



VOLVO
XC90 2.0 T8 Hybrid
B4204 T34 04/'18 -

Air **A-24260**
Cabin **CA-24110**



WULING
Hongguang Mini EV
2020

Cabin **CA-65380EV**



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List of OEM/OES

- ANTONIO CARRARO
- ATLAS COPCO
- BOMAG
- CARRIER
- CLARK
- CNHI
- DAIHATSU
- GEHL
- HINO
- HUPPENKOTHEN
- HYSTER
- HYUNDAI
- ISEKI
- ISUZU
- KATO
- KOHLER
- KUBOTA
- LIEBHERR
- MANITOU
- MATHIEU
- MAZDA
- MITSUBISHI
- NANNI DIESEL
- NISSAN
- SCHAFFER
- SDE
- SUNWARD
- SUZUKI
- TAKEUCHI
- VESTAS
- VOLVO
- YALE
- YANMAR

Technical Assistance

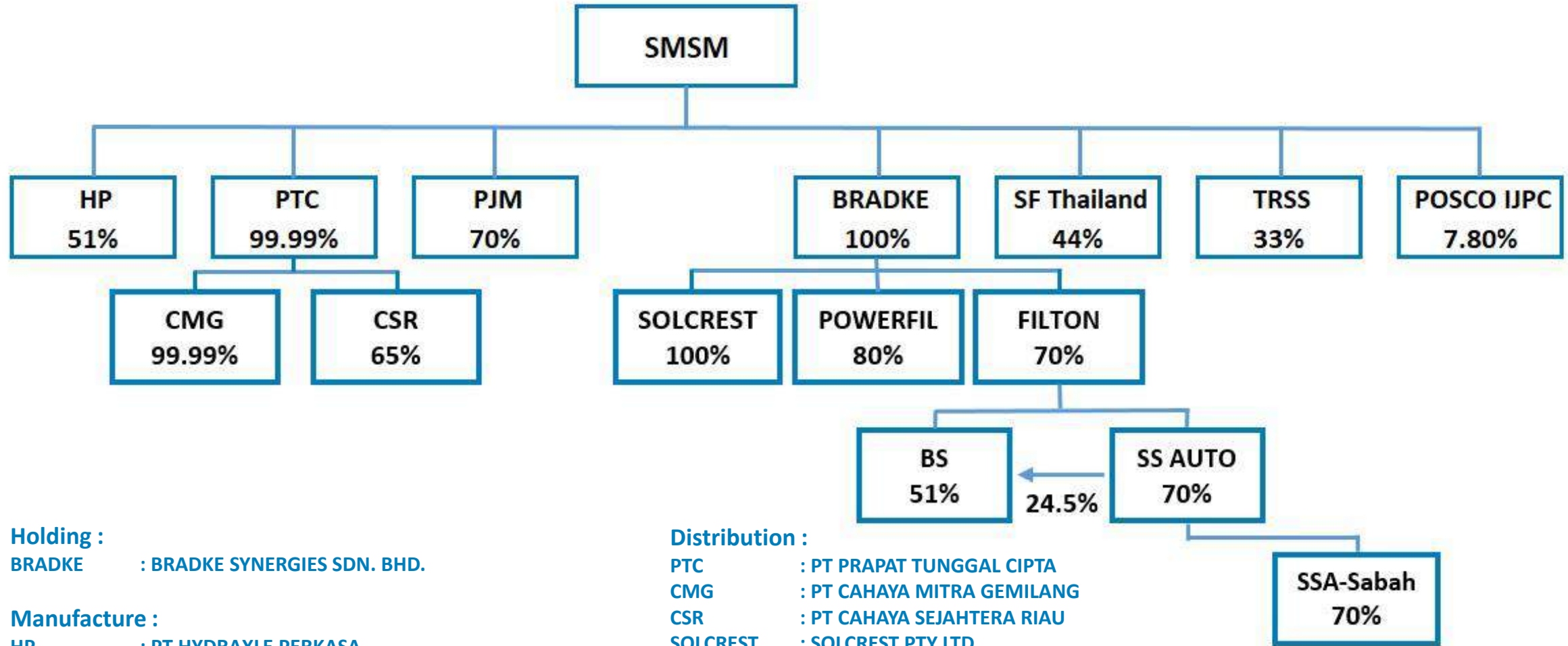
Filters

- **1984:** Donaldson Company Inc., USA (PT Panata Jaya Mandiri)
- **1985:** Mahle Japan Limited, Japan
(formerly Tsuchiya Manufacturing Co. Ltd., Japan)
- **1988:** Tokyo Roki Co., Ltd., Japan (PT Selamat Sempurna Tbk)

Radiators & Others

- **1979:** Tokyo Radiators Mfg. Co. Ltd., Japan
(Radiator - PT Selamat Sempurna Tbk)
- **1982:** Usui Kokusai Sangyo Kaisha Ltd., Japan
(Brake Pipes - PT Selamat Sempurna Tbk)
- **1989:** ShinMaywa Industrial Co. Ltd., Japan
(PT Hydraxle Perkasa)
- **2013:** Sueyoshi Kogyo Co. Ltd., Japan
(Fuel Tank and Hydraulic Tank for Construction Machinery - PT Selamat Sempurna Tbk)

Structure of Company with the Subsidiaries and Associates



Holding :

BRADKE : BRADKE SYNERGIES SDN. BHD.

Manufacture :

HP : PT HYDRAXLE PERKASA

PJM : PT PANATA JAYA MANDIRI

TRSS : PT TOKYO RADIATOR SELAMAT SEMPURNA

POSCO IJPC : PT POSCO INDONESIA JAKARTA PROCESSING CENTER

FILTON : FILTON INDUSTRIES SDN. BHD.

Distribution :

PTC : PT PRAPAT TUNGGAL CIPTA

CMG : PT CAHAYA MITRA GEMILANG

CSR : PT CAHAYA SEJAHTERA RIAU

SOLCREST : SOLCREST PTY LTD.

POWERFIL : POWERFIL AUTOPARTS SDN. BHD.

BS : BS ENTERPRISE SDN. BHD.

SS AUTO : S.S AUTO SDN. BHD.

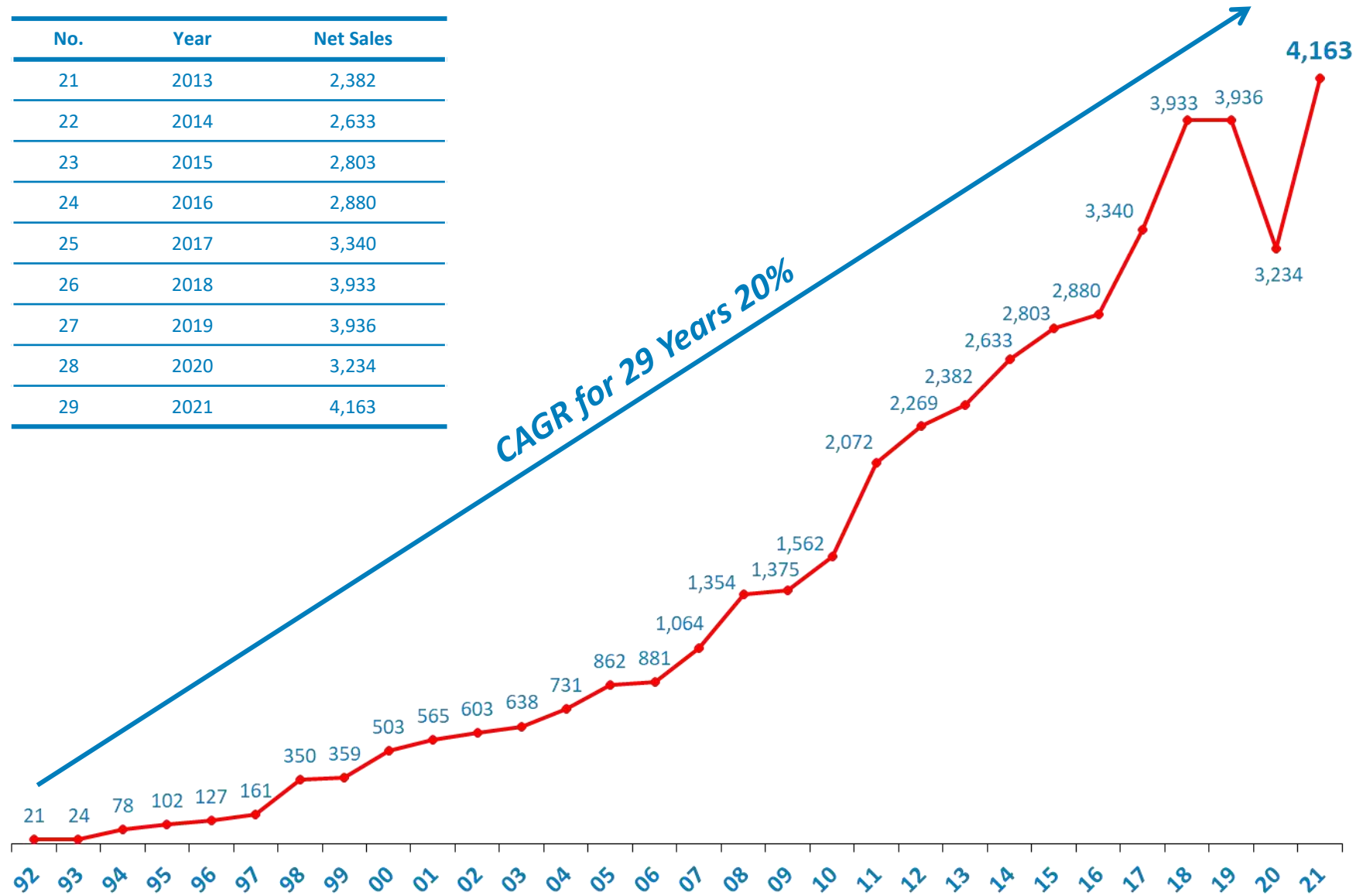
SS A-Sabah : S.S AUTO (Sabah) SDN. BHD.

SF THAILAND : SURE FILTER THAILAND CO., LTD.

29 Years of CAGR Sales

No.	Year	Net Sales
	1992	21
1	1993	24
2	1994	78
3	1995	102
4	1996	127
5	1997	161
6	1998	350
7	1999	359
8	2000	503
9	2001	565
10	2002	603
11	2003	638
12	2004	731
13	2005	862
14	2006	881
15	2007	1,064
16	2008	1,354
17	2009	1,375
18	2010	1,562
19	2011	2,072
20	2012	2,269

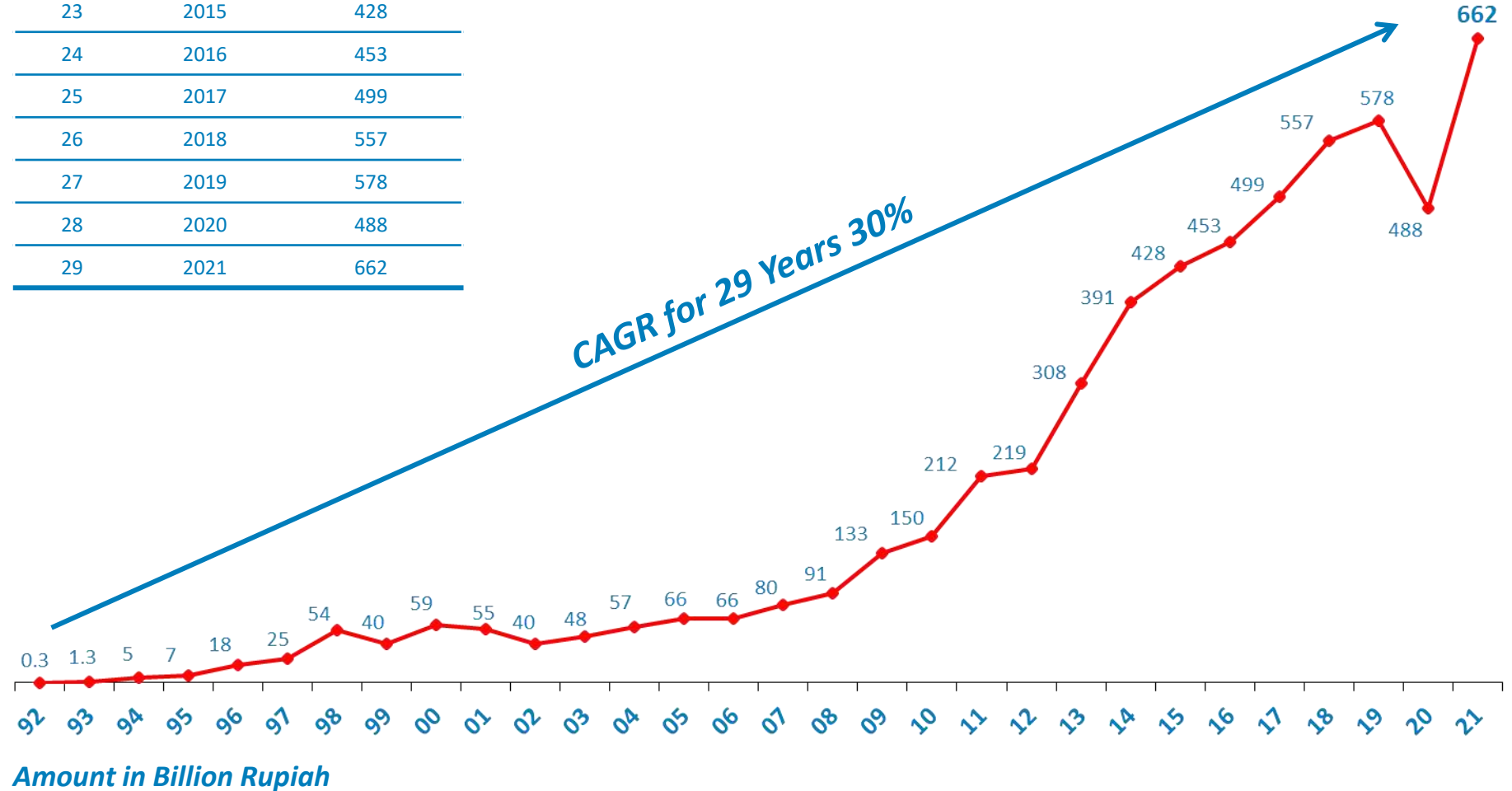
No.	Year	Net Sales
21	2013	2,382
22	2014	2,633
23	2015	2,803
24	2016	2,880
25	2017	3,340
26	2018	3,933
27	2019	3,936
28	2020	3,234
29	2021	4,163



29 Years of CAGR Net Income*

No.	Year	Net Income*
	1992	0.3
1	1993	1.3
2	1994	5
3	1995	7
4	1996	18
5	1997	25
6	1998	54
7	1999	40
8	2000	59
9	2001	55
10	2002	40
11	2003	48
12	2004	57
13	2005	66
14	2006	66
15	2007	80
16	2008	91
17	2009	133
18	2010	150
19	2011	212
20	2012	219

No.	Year	Net Income*
21	2013	308
22	2014	391
23	2015	428
24	2016	453
25	2017	499
26	2018	557
27	2019	578
28	2020	488
29	2021	662



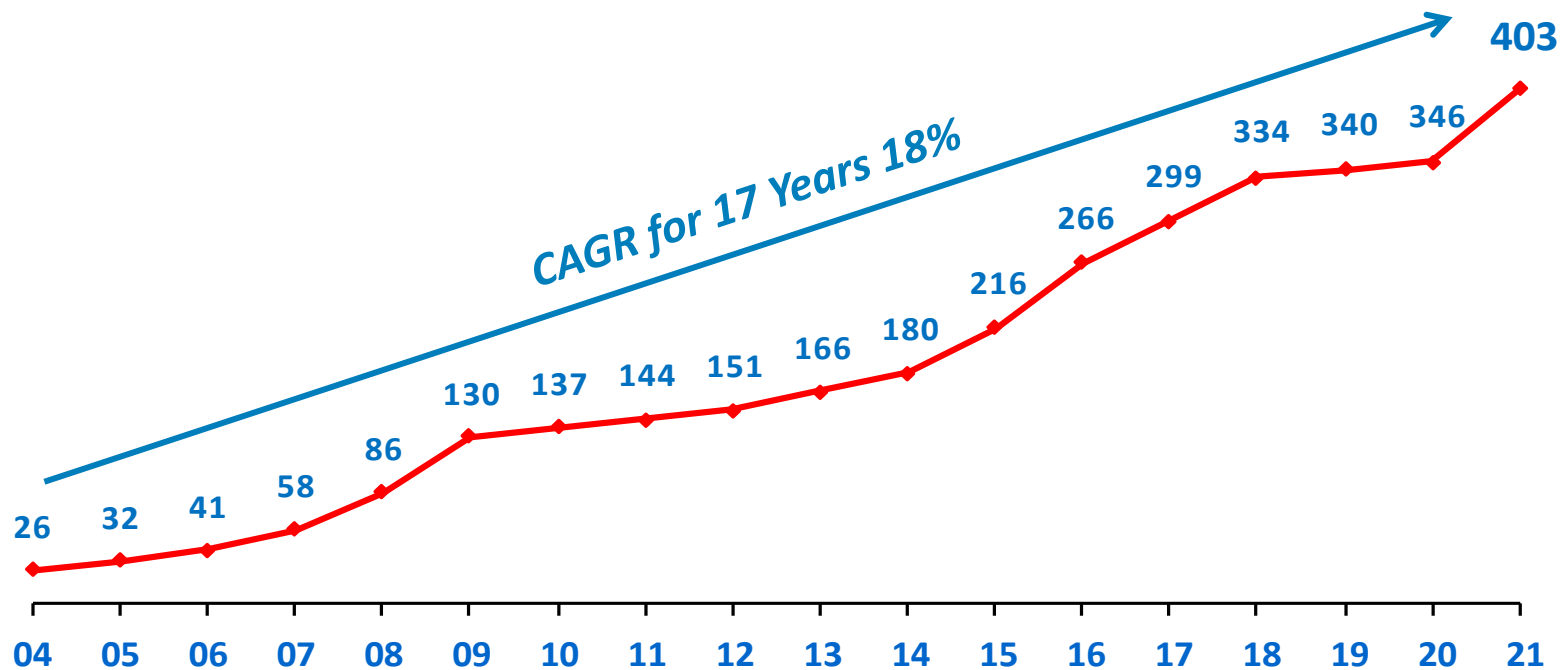
17 Years Consecutive Dividend Payment Growth

No.	Book Year	Total Dividend (In Bio IDR)	Net Income (In Bio IDR)	Payout Ratio
	2004	25.97	57	45%
1	2005	32.47	66	49%
2	2006	41.08	66	62%
3	2007	57.59	80	72%
4	2008	86.38	91	94%
5	2009	129.57	133	98%
6	2010	136.77	150	91%
7	2011	143.97	212	68%
8	2012	151.17	219	69%
9	2013	165.56	308	54%
10	2014	179.96	391	46%
11	2015	215.95	428	50%
12	2016	266.34	453	59%
13	2017	299.45	499	60%
14	2018	334.00	557	60%
15	2019	339.76	578	59%
16	2020	345.52	488	71%
17	2021	403.11	662	61%
	2022	230.35 ^{*)}	377	61%

DIVIDEN POLICY, Dividend Percentage of net income are:

- Net Income up to IDR 10 Billion : 35% ;
- Net Income above IDR 10 Billion - Rp 30 miliar : 40% ;
- Net Income above IDR 30 Billion : 45%.

- Paid quarterly dividend since 2016
- Increased annually for 17 years






Dividend Distribution within year 2022 :

Final Dividend For 2021 Financial Year : IDR 115 Bio on August 23, 2022

*) 1st Interim Dividend For 2022 Financial Year : IDR 86 Bio on May 31, 2022

*) 2nd Interim Dividend For 2022 Financial Year : IDR 144 Bio on September 21, 2022

Summary Performance 1H 2022

	6 Months Ended 30 June 2022		Changes
Net Sales	IDR 2.306 T		17%
Profit for the Period*	IDR 377 B		20%
EPS	IDR 66		20%

** attributable to owners of the parent entity*

Comparative Financial Highlights

Financial Highlights	6 Months Ended		Increase/ (Decrease)	%	Compare Q to Y	
	1H 2022	1H 2021			1H 2022	2021
Net Sales	2,306	1,970	336	17%	2,306	4,163
Gross Profit	712	628	84	13%	712	1,337
Income from Operation	527	444	82	19%	527	931
Profit for the period attributable to:						
Owners of the parent entity	377	314	63	20%	377	662
Non-controlling interests	43	35	8	22%	43	66
Current Asset	3,098	2,851	246	9%	3,098	2,795
Total Asset	4,218	3,972	246	6%	4,218	3,869
Current Liabilities	704	804	(100)	(12%)	704	669
Total Liabilities	1,001	1,157	(156)	(13%)	1,001	957
Equity attributable to:						
Owners of the parent entity	2,811	2,428	383	16%	2,811	2,521
Non-controlling interests	405	387	19	5%	405	391
EPS	66	55	11	20%	66	115

Financial Ratio

Financial Ratio	Compare Q to Q		Compare Q to Y	
	1H 2022	1H 2021	1H 2022	2021
Net Sales Growth	17%			
Total Asset Growth	6%		9%	
Total Equity Growth	14%		10%	
Gross Profit Margin	31%	32%	31%	32%
Operating Margin	23%	23%	23%	22%
Profit Margin*	16%	16%	16%	16%
Return on Assets	10%	9%	10%	19%
Return on Equity*	12%	11%	12%	23%
Total Debt / Total Assets	24%	29%	24%	25%
Total Debt / Total Equity	31%	41%	31%	33%
Current Ratio	440%	354%	440%	418%

**) attributable to owners of the parent entity*

Sales Performance 1H 2022 (6 Months Ended)

Market	Sales (IDR)				Increase/(Decrease)	
	1H 2022	%	1H 2021	%	IDR	%
Indonesia	848	37%	631	32%	217	34%
Overseas	1,458	63%	1,339	68%	119	9%
Total	2,306	100%	1,970	100%	336	17%

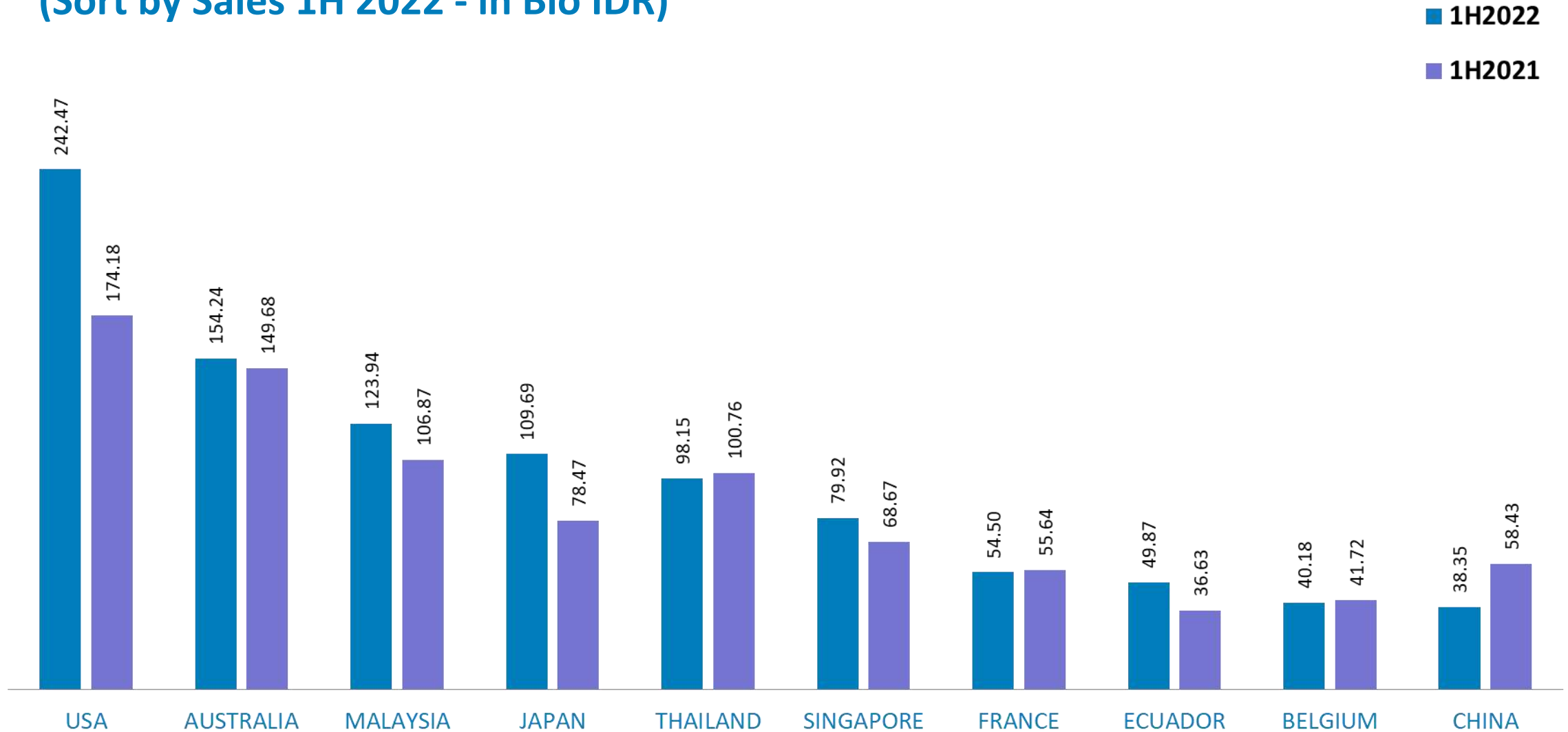
Product	Sales (IDR)				Increase/(Decrease)	
	1H 2022	%	1H 2021	%	IDR	%
Filter	1,599	69%	1,443	73%	156	11%
Radiator	259	11%	222	11%	37	16%
Body Maker	153	7%	97	5%	56	58%
Trading	659	29%	592	30%	67	11%
Others	226	10%	197	10%	29	15%
(Elimination)	(590)	(26%)	(581)	(29%)	9	1%
Total	2,306	100%	1,970	100%	336	17%

Sales by Geographical

Geographical	1H 2022		1H 2021		Inc/(Dec)
	IDR	%	IDR	%	
Indonesia	848	37%	631	32%	34%
Overseas					
Asia	615	27%	554	28%	11%
America	406	17%	291	15%	39%
Europe	222	10%	287	14%	(23%)
Australia	172	7%	174	9%	(1%)
Africa	43	2%	33	2%	30%
Total	2,306	100%	1,970	100%	17%

Top 10 Export Destinations by Countries

(Sort by Sales 1H 2022 - in Bio IDR)



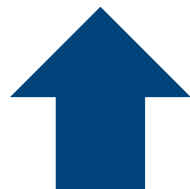
FY 2022 Target

**SALES
IDR**



15%

**NET PROFIT
IDR**



15%

Visibility as to the market trend in the coming months of 2022 remains challenging and limited. The uncertainties related to the global macroeconomic conditions, the Fed's tapering off policy, and particularly the further hike in energy prices and commodities that can trigger high inflation, as well as concerns about an aggressive increase in global interest rates.

Official Stores



🔍 Sakura Filter Indonesia



Thank You

Visit us at www.smsm.co.id

Follow us at  [@sakurafilter.indonesia](https://www.instagram.com/sakurafilter.indonesia)

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